



ENERGY STAR® Homes Update

October 2000



News To Know

A New Web Site

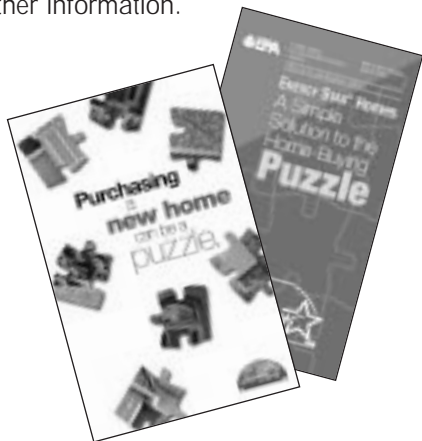
A new ENERGY STAR labeled homes Web site is currently being developed. The objective of this new site is to

- Make it easier for consumers to learn about the impressive benefits of ENERGY STAR labeled homes and find active builder partners;
- Improve accessibility to tools and resources for ENERGY STAR partners;
- Simplify and expedite certificate processing;
- Provide easier access to program developments; and
- Provide recognition for ENERGY STAR labeled homes Award Winners

This is being accomplished by reorganizing the current site and adding new information, all in a format that will combine intuitive general messages with partner-specific information. The site will be completed in early 2001.

Electronic Copies of ENERGY STAR Brochures Available

Are you interested in customizing ENERGY STAR consumer brochures? We can provide you with electronic copies of the brochures for you to customize with your logo and print. Please contact Tricia McGoldrick at #202-862-1224 or triciamcgoldrick@icfconsulting.com for further information.



2000 ENERGY STAR Builder of the Year Awards

Four outstanding Builder Partners were chosen to receive the annual ENERGY STAR Builder of the Year Award in the following categories: Systems Builder of the Year, Small Home Builder of the Year, Medium Home Builder of the Year, and Large Home Builder of the Year. These builders clearly demonstrated a strong commitment to promoting energy efficiency and the ENERGY STAR brand via marketing and home building activities over the past twelve months.

Systems Builder of the Year

Tierra Concrete Homes

Small Home Builder of the Year

Atlantic Design and Construction

Medium Home Builder of the Year

Barry Andrews Homes

Large Home Builder of the Year

Beazer Homes Arizona

Many exceptional applications were submitted and we thank all partners for their participating and commitment to ENERGY STAR. Awards will be presented at the annual Energy Efficient Building Association (EEBA) Conference in Denver Colorado on October 27, 2000.

Homes Built By ENERGY STAR Award Winners on the New Web Site

The new Web site will prominently display photographs of ENERGY STAR labeled homes built by current and past ENERGY STAR Builder of the Year Award Winners. This new feature will showcase the award-winning homes throughout different sections of the site and provide publicity for builders who have been exceptionally dedicated to the ENERGY STAR program. If you are an award winner, please submit pictures of your ENERGY STAR labeled homes in GIF files to your account representative, who will call you regarding details.

Program Developments

Beazer Joins ENERGY STAR As First Builder Owned Mortgage Company

ENERGY STAR is proud to introduce Beazer Mortgage Corporation as the first builder-owned mortgage company to join the ENERGY STAR Mortgage program. In June of this year, Beazer executed their Memorandum of Understanding, thus officially joining the program. The ENERGY STAR Mortgage allows Beazer to factor in the monthly energy savings into a homebuyer's loan qualifying calculations therefore allowing more homebuyers to be approved and Beazer also underwrites the cost of the HERS report for the homebuyer.

Since June, Beazer has written approximately 200 ENERGY STAR Mortgages. Beazer hopes to write over 500 ENERGY STAR Mortgages over their next fiscal year, which runs from October 1, 2000 through September 30, 2001. Beazer's ENERGY STAR Mortgage is available for Fannie Mae, the Federal Housing Administration (FHA), and the Department of Veterans' Affairs (VA).

ENERGY STAR Mortgages can only be used to finance ENERGY STAR Labeled Homes. Currently, there are over 35 ENERGY STAR Mortgage Partners. For more information about joining the program, please visit our web site at www.energystar.gov/homes or call Matt Bershadker at #202-862-2975.

Cooperative Advertising for ENERGY STAR Labeled Homes

Builders in Phoenix, Arizona, Las Vegas, Nevada, and Indianapolis, Indiana came together to cooperatively support advertisements in their areas for ENERGY STAR labeled homes. Maximizing the builders' marketing dollars, the ads ran for intervals during the months of May through October and gathered an invaluable number of consumer impressions. The goals of the ads were to increase consumer awareness about ENERGY STAR labeled homes and provide information about builders who offer such homes. To view copies of these ads, contact Tricia McGoldrick at 202-862-1224.